



Posted 02/26/2015 JW

CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, March 5, 2015 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AGENDA

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – February 5, 2015
- 3.0 Unfinished Business
 - 3.1 Post-Renewal Continuing Education Audit
- 4.0 New Business
 - 4.1 Update from the Commission – Mr. Riale
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Association of Realtors School
 - 4.2.1.1 Course Title: Effective Negotiating for Real Estate Professionals
Credit Hours: 6.0
Modules: 6 & 7
 - 4.2.1.2 Course Title: Real Estate Marketing Reboot
Credit Hours: 6.0
Modules: 6 & 7
 - 4.2.2 Course Provider: Real Estate Institute of Delaware
 - 4.2.2.1 Course Title: Basics of Buyer Representation
Credit Hours: 3.0
Module: New Licensee Module 2
 - 4.2.2.2 Course Title: Basics of Seller Representation
Credit Hours: 3.0
Module: New Licensee Module 3

4.2.2.3 Course Title: Professionalism in Your Career
Credit Hours: 3.0
Module: New Licensee Module 4

4.2.3 Course Provider: RHIS Training

4.2.3.1 Course Title: Construction and Those Dreadful Wood Destroying Insects
Credit Hours: 3.0
Module: 7

4.2.3.2 Course Title: Environmental Issues
Credit Hours: 3.0
Module: 7

4.2.3.3 Course Title: How to Complete the Listing Sheet
Credit Hours: 3.0
Module: 7

4.2.3.4 Course Title: How to Stop the Home Inspection from Killing the Transaction
Credit Hours: 3.0
Module: 7

4.2.3.5 Course Title: Stucco – The Nitty Gritty
Credit Hours: 3.0
Module: 7

4.3 Review of Instructor Applications

4.3.1 George Brancati
Pre-Licensing Course: Real Estate Law

4.3.2 Eric Braunstein
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6

Pre-Licensing Course: Orientation; Real Estate Sales

4.3.3 Dominic Cardone
Continuing Education: Continuing Education Modules 1; 2; 3; 6; 7 – ABR, Green 100; Green 200; Green 300; Ethics; Agency; Short Sales; Standard Forms; RE Marketing Reboot; SRES

4.3.4 Patricia Moyer
Continuing Education: Continuing Education Modules 2, 6, 7 – Professional Enhancement; Green 100; Green 200; Green 300; Short Sales; Seller Representation; Ethics; ABR; SRES; Sustainable Housing and Building Green; Effective Negotiating; Networking & Referral Systems

4.3.5 Vincent White
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Property Management; Doing Business in

Incorporated Areas; Residential Leasing; Intro to Commercial Real Estate; Risk Management Strategies

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

- 4.4 Discussion Regarding ARELLO Standards and Certification
- 5.0 Correspondence
- 6.0 Other Business before the Committee (for discussion only)
- 7.0 Public Comment
- 8.0 Next Meeting – April 2, 2015 at 9:30 a.m.
- 9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.